



## **Value Proposition**

"What if teamwork and travel were free and instantaneous ...?"



On the desktop



In the office





In the conference room / command center



## **Value Proposition**

## Acceleration & inclusion:

- Scheduling & inclusion of key participants
- Bringing together key specialists & executives
- Instantaneous connections between centers of expertise & "customers"
- Synchronized data management & group work on virtually any project
- Meetings replaced by actionable working sessions
- Immediate dissemination of actions & results

# Cost savings:

- Decrease travel time & travel expenses
- Reduce MCU expenditures
- Reduce hosted telephony
- Reduce user licenses, data handling, and support requirements



### **Solutions Provided**

inSORS solutions accelerate and bring efficiency to customer's work processes.

Research processes - inclusion, research, collaboration, & funding achieved

**Conference broadcast** — inclusion, instantaneous distribution, playback

New product rollout - speed to market, avoidance of duplication, globalization

**Management of sales** — increased customer contact, higher closing rates, availability of experts

Other processes – IT management, treasury, executive processes, budgeting, learning, project decision making, product development, satellite to center of excellence, engineering decision making



### **Some Customer Uses**

#### **Market Opportunity**

The enterprise collaboration software and solutions market applies multiple business applications, which include **primary and specialized business processes**:

- Sales support centers
- New product development
- Sales management
- Customer connections
- Governance/executive management
- Research and development
- Complex knowledge and sharing
- Distributed customers
- > Telemedicine/biotech/pharmaceutical research
- Customer service
- > Risk management
- Treasury management
- Project management
- Global extended classroom
- International operations
- Distributed facilities
- > 24/7 ops
- Tech savvy road shows
- Data sharing

- Distributed lectures and meetings
- Corporate education and training
- Collaborative design sessions
- ➤ E-Learning/distance learning
- Remote participations in panel discussions
- > Remote candidate interviewing
- Depositions
- Command centers
- IT Management



### **Value Proposition**

- Principle Investigators (example NSF):
  - Grant status, Grant writing, Distributed Research
- Automotive (Covisint):
  - Treasury, International
- Government Sector (DHS, RDECOM):
  - Planning, Training, Simulation, FEMA, 911 Centers
- Energy (CVX):
  - Multiple Specialized Distributed Team Processes
- Pharma:
  - Design, Multiple Specialized Distributed Team Processes
- Geography: 8 to 10 Geographic Hot Spots



### **Geography Under Partnerships**





### Conf. Room / Command Center





## In The Office





# On The Laptop

